

TASK 3: PHARMA DATA ASSESSMENT

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Data Analyst Intern @ PSYLIQ

1. Basic Filtering: Can you filter the data to show only the records for a specific country, let's say "Germany"?



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	A	B	C	D	E	F	G	H	I
	Distributor	Customer Name	City	Country	Latitude	Longitude	Channel	Sub-channel	Product Name
40486	Gerlach LLC	Fadel-West Pharmacy	Ditzingen	Germany	48.8264	9.0667	Hospital	Government	Exotropin Empizi
40487	Gerlach LLC	Nader-Gaylord Pharmacy	Backnang	Germany	48.9464	9.4306	Hospital	Private	Robapril
40488	Gerlach LLC	McKenzie-Zemlak Pharm	Rheinbach	Germany	50.6256	6.9491	Pharmacy	Institution	Secrelazine Inso
40489	Gerlach LLC	Fritsch-Hauck Pharmaceutical Ltd	FÄ¼rth	Germany	49.4783	10.9903	Pharmacy	Retail	Megenorphine
40490	Gerlach LLC	Bernier, Murphy and Rau Pharma Plc	Geldern	Germany	51.5197	6.3325	Hospital	Government	Agalsiline
40491	Gerlach LLC	Parisian Ltd Pharmacy	Hoyerswerda	Germany	51.4331	14.25	Hospital	Private	Kinovatol
40492	Gerlach LLC	Beier PLC	Heidelberg	Germany	49.4122	8.71	Pharmacy	Retail	Zynosine
40493	Gerlach LLC	Wehner-Stehr	Steinfurt	Germany	52.1504	7.3366	Pharmacy	Institution	Victomax
40494	Gerlach LLC	Barrows-Kohler Pharm	Hamburg	Germany	53.55	10	Hospital	Private	Relenvice
40495	Gerlach LLC	McDermott Group Pharmaceutical Ltd	Lindau	Germany	47.5458	9.6839	Pharmacy	Institution	Agalsiline
40496	Gerlach LLC	Hansen, Fadel and Schroeder Pharma Plc	Wolfsburg	Germany	52.4231	10.7872	Pharmacy	Institution	Choriogestrel
40497	Gerlach LLC	Zemlak Group Pharmacy	Solingen	Germany	51.1667	7.0833	Hospital	Private	Halciramine
40498	Gerlach LLC	Spencer-Jerde Pharmaceutical Limited	Kaufbeuren	Germany	47.88	10.6225	Hospital	Government	Clinicilin Pentoz
40499	Gerlach LLC	Kutch-Marks Pharmaceutical Limited	Kreuztal	Germany	50.962	8.0064	Hospital	Private	Halciramine
40500	Gerlach LLC	Nitzsche, Effertz and Maggio Pharmaceutical Limited	Northeim	Germany	51.7067	10.0011	Pharmacy	Retail	Allomenda
40501	Gerlach LLC	Blanda, Stehr and Gleason Pharma Plc	Starnberg	Germany	47.9972	11.3406	Hospital	Private	Biotasol Silodern
40502	Gerlach LLC	McDermott Group Pharmaceutical Ltd	Lindau	Germany	47.5458	9.6839	Pharmacy	Institution	Thionide
40503	Gerlach LLC	Koss-Beier Pharmacy	Roth	Germany	49.2461	11.0911	Hospital	Government	Magneprex
40504	Gerlach LLC	Towne, Cummerata and Blanda Pharmaceutical Ltd	Darmstadt	Germany	49.8667	8.65	Hospital	Government	Ceretosine
40505	Gerlach LLC	Rohan and Sons Pharmaceutical Limited	Maintal	Germany	50.15	8.8333	Pharmacy	Institution	Quiniprosyn
40506	Gerlach LLC	Stanton-Cole Pharmacy	DÄ¼ren	Germany	50.8	6.4833	Pharmacy	Institution	Aldevac
40507	Gerlach LLC	Botsford and Sons	Marl	Germany	51.6667	7.1167	Hospital	Private	Aquamycin Lacor
40508	Gerlach LLC	Crona PLC Pharmacy	Eschweiler	Germany	50.8167	6.2833	Hospital	Government	Propralamide De

Pharma_data

READY 213598 OF 254082 RECORDS FOUND

2. Sorting Data: How would you sort the data in ascending order based on the "Sales" column?



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	G	H	I	J	K	L	M	N	O	P	Q	R	S
	Channel	Sub-channel	Product Name	Product Class	Quantity	Price	Sales	Month	Year	Name of Sales Rep	Manager	Sales Team	
40486	Hospital	Private	Dantolac Pazocor	Analgesics	-7200	578	-4161600	August	2022	Sheila Stones	Britanny Bold	Delta	
40487	Hospital	Private	Ketamara Evogel	Antipiretics	-4500	704	-3168000	May	2023	Daniel Gates	Alisha Cordwell	Charlie	
40488	Pharmacy	Institution	Eproline	Antibiotics	-3120	780	-2433600	November	2022	Thompson Crawford	James Goodwill	Alfa	
40489	Pharmacy	Retail	Thalilamide	Antibiotics	-2560	615	-1574400	May	2021	Stella Given	Alisha Cordwell	Charlie	
40490	Pharmacy	Institution	Diprolimus	Antiseptics	-2290	634	-1451860	June	2021	Erica Jones	James Goodwill	Alfa	
40491	Hospital	Government	Victomax	Analgesics	-2320	623	-1445360	August	2021	Daniel Gates	Alisha Cordwell	Charlie	
40492	Hospital	Government	Ceftatana Serolamide	Antipiretics	-2400	595	-1428000	June	2023	Thompson Crawford	James Goodwill	Alfa	
40493	Hospital	Government	Interfeferon Aspipex	Antiseptics	-3350	416	-1393600	April	2023	Thompson Crawford	James Goodwill	Alfa	
40494	Pharmacy	Institution	Cephozumab Synmethate	Antibiotics	-1800	768	-1382400	December	2023	Alan Ray	James Goodwill	Alfa	
40495	Hospital	Government	Abatatriptan	Antibiotics	-1800	742	-1335600	May	2023	Erica Jones	James Goodwill	Alfa	
40496	Hospital	Government	Alpradipine	Analgesics	-3000	445	-1335000	July	2021	Alan Ray	James Goodwill	Alfa	
40497	Hospital	Government	Pulmodiol Adalaxime	Analgesics	-2200	605	-1331000	October	2023	Mary Gerrard	Britanny Bold	Delta	
40498	Pharmacy	Institution	Cogxone Levanide	Antimalarial	-1920	686	-1317120	September	2023	Jimmy Grey	Alisha Cordwell	Charlie	
40499	Hospital	Government	Exexone	Mood Stabilizers	-5407	239	-1292273	November	2021	Jessica Smith	Britanny Bold	Delta	
40500	Pharmacy	Institution	Penitrana	Analgesics	-7200	179	-1288800	November	2021	Jessica Smith	Britanny Bold	Delta	
40501	Hospital	Government	Victomax	Analgesics	-2000	623	-1246000	July	2021	Mary Gerrard	Britanny Bold	Delta	
40502	Hospital	Private	Diazemid Felcept	Analgesics	-2000	613	-1226000	November	2021	Erica Jones	James Goodwill	Alfa	
40503	Pharmacy	Institution	Diazemid Felcept	Analgesics	-1800	613	-1103400	November	2023	Alan Ray	James Goodwill	Alfa	
40504	Pharmacy	Retail	Insozyme	Antiseptics	-1600	655	-1048000	February	2021	Thompson Crawford	James Goodwill	Alfa	
40505	Pharmacy	Institution	Lansopril Acribax	Antipiretics	-2000	492	-984000	June	2020	Abigail Thompson	Tracy Banks	Bravo	
40506	Pharmacy	Institution	Fentatrol Rapatelase	Antibiotics	-2140	458	-980120	August	2021	Jessica Smith	Britanny Bold	Delta	
40507	Pharmacy	Retail	Interzide	Antimalarial	-2222	420	-933240	November	2023	Steve Pepple	Tracy Banks	Bravo	
40508	Pharmacy	Institution	Travoloride	Antiseptics	-1140	785	-894900	November	2020	Stella Given	Alisha Cordwell	Charlie	

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3. Summarizing Data: What is the total quantity of all products sold in the year 2023?

	I	J	K	L	M	N	O	P	Q	R	S
	Product Name	Product Class	Quantity	Total Quantity of Products	Price	Sales	Month	Year	Name of Sales Rep	Manager	Sales Team
0487	Ketamara Evogel	Antipiretics	-4500	27011645.6	704	-3168000	May	2023	Daniel Gates	Alisha Cordwell	Charlie
40492	Ceftatana Serolamide	Antipiretics	-2400		595	-1428000	June	2023	Thompson Crawford	James Goodwill	Alfa
40493	Interfeferon Aspipex	Antiseptics	-3350		416	-1393600	April	2023	Thompson Crawford	James Goodwill	Alfa
40494	Cephozumab Synmethate	Antibiotics	-1800		768	-1382400	December	2023	Alan Ray	James Goodwill	Alfa
40495	Abatatriptan	Antibiotics	-1800		742	-1335600	May	2023	Erica Jones	James Goodwill	Alfa
40497	Pulmodiol Adalaxime	Analgesics	-2200		605	-1331000	October	2023	Mary Gerrard	Britanny Bold	Delta
40498	Cogxone Levanide	Antimalarial	-1920		686	-1317120	September	2023	Jimmy Grey	Alisha Cordwell	Charlie
40503	Diazemid Felcept	Analgesics	-1800		613	-1103400	November	2023	Alan Ray	James Goodwill	Alfa
40507	Interzide	Antimalarial	-2222		420	-933240	November	2023	Steve Pepple	Tracy Banks	Bravo
40509	Kiovax Tercorolac	Analgesics	-1220		722	-880840	August	2023	Alan Ray	James Goodwill	Alfa
40511	Abatatriptan	Antibiotics	-1100		742	-816200	December	2023	Stella Given	Alisha Cordwell	Charlie
40512	Tracdomide	Antipiretics	-1400		548	-767200	August	2023	Sheila Stones	Britanny Bold	Delta
40513	Ionclotide	Analgesics	-1200		631	-757200	April	2023	Jessica Smith	Britanny Bold	Delta
40514	Afretosine	Mood Stabilizers	-1832		404	-740128	September	2023	Sheila Stones	Britanny Bold	Delta
40515	Abranatal Lysoprosate	Antiseptics	-1080		681	-735480	November	2023	Steve Pepple	Tracy Banks	Bravo
40518	Theopril	Antipiretics	-900		768	-691200	January	2023	Morris Garcia	Tracy Banks	Bravo
40522	Brimorix Amonine	Antibiotics	-1600		398	-636800	February	2023	Thompson Crawford	James Goodwill	Alfa
40523	Topitaine	Mood Stabilizers	-1200		517	-620400	January	2023	Stella Given	Alisha Cordwell	Charlie
40524	Apronazol	Antibiotics	-1288		472	-607936	September	2023	Jessica Smith	Britanny Bold	Delta
40525	Insozyme	Antiseptics	-928		655	-607840	June	2023	Stella Given	Alisha Cordwell	Charlie
40533	Docstryl Rivacin	Antiseptics	-660		789	-520740	December	2023	Daniel Gates	Alisha Cordwell	Charlie
40534	Fentalac	Antipiretics	-827		618	-511086	September	2023	Erica Jones	James Goodwill	Alfa
40535	Tetratanyl	Antimalarial	-1000		511	-511000	September	2023	Thompson Crawford	James Goodwill	Alfa

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4. Conditional Formatting: Apply conditional formatting to highlight all sales greater than \$5,000 in the "Sales" column.

	C	D	E	F	G	H	I	J	K	L	M	N	O	P
	City	Country	Latitude	Longitude	Channel	Sub-channel	Product Name	Product Class	Quantity	Price	Sales	Month	Year	Name of Sales
17	Åaziska GÅ³rne	Poland	50.15	18.8333	Hospital	Private	Neuropogen Empibax	Analgesics	5	605	3025	January	2021	Morris Garcia
18	WÅ³growiec	Poland	52.8	17.2	Hospital	Private	Tracdomide	Antipiretics	5	548	2740	January	2021	Daniel Gates
19	LwÅ³wek Å³lÅ³ski	Poland	51.1167	15.5833	Hospital	Private	Novakyn Tracprox	Antiseptics	30	288	8640	January	2021	Morris Garcia
20	ZÅ³otoryja	Poland	51.1264	15.9198	Pharmacy	Institution	Paronium Atracustone	Analgesics	2	414	828	January	2021	Anne Wu
21	Biskupiec	Poland	53.8647	20.9569	Pharmacy	Retail	Dantocept Ferurenone	Antiseptics	2	307	614	January	2021	Alan Ray
22	BiÅ³goraj	Poland	50.55	22.7333	Pharmacy	Institution	Aciprex	Antipiretics	5	421	2105	January	2021	Jimmy Grey
23	Gniew	Poland	53.8333	18.8333	Pharmacy	Retail	Diaxolol	Antiseptics	20	765	15300	January	2021	Abigail Thomps
24	BolesÅ³awiec	Poland	51.2667	15.5667	Pharmacy	Retail	Saprodeine Zanprosyn	Antibiotics	5	215	1075	January	2021	Jessica Smith
25	Å³widnica	Poland	50.8438	16.4886	Pharmacy	Institution	Magnemunex	Antiseptics	26	689	17914	January	2021	Morris Garcia
26	PiastÅ³w	Poland	52.1833	20.85	Hospital	Private	Pazofenac	Mood Stabilizers	16	123	1968	January	2021	Stella Given
27	Å³dÅ³	Poland	51.7769	19.4547	Pharmacy	Retail	Pitodomide	Antimalarial	35	24	840	January	2021	Stella Given
28	RzeszÅ³w	Poland	50.05	22	Pharmacy	Institution	Malaxolol Aeroprosyn	Antiseptics	2	502	1004	January	2021	Daniel Gates
29	LubaczÅ³w	Poland	50.1556	23.123	Pharmacy	Institution	Tetratanyl	Antimalarial	3	511	1533	January	2021	Jessica Smith
30	Å³widnik	Poland	51.2333	22.7	Pharmacy	Institution	Spiroderall	Mood Stabilizers	50	653	32650	January	2021	Abigail Thomps
31	Gubin	Poland	51.95	14.7333	Hospital	Government	Formolovir Amanferon	Analgesics	6	191	1146	January	2021	Sheila Stones
32	Krapkowice	Poland	50.4751	17.9654	Pharmacy	Institution	Panpion	Antiseptics	4	692	2768	January	2021	Daniel Gates
33	Brzeg	Poland	50.8667	17.4833	Hospital	Government	Dorzovorin Pentadarone	Antimalarial	6	164	984	January	2021	Mary Gerrard
34	Zakopane	Poland	49.2994	19.9519	Pharmacy	Retail	Lovapur	Mood Stabilizers	60	551	33060	January	2021	Mary Gerrard
35	Å³wiecie	Poland	53.4167	18.4333	Pharmacy	Retail	Formolovir Amanferon	Analgesics	38	191	7258	January	2021	Sheila Stones
36	BrwinÅ³w	Poland	52.1417	20.7167	Hospital	Private	Comzyme	Antibiotics	5	114	570	January	2021	Jessica Smith
37	Bielsko-BiaÅ³a	Poland	49.8225	19.0444	Pharmacy	Institution	Aldevac	Analgesics	5	26	130	January	2021	Erica Jones
38	WaÅ³cz	Poland	53.2667	16.4667	Hospital	Government	Invisteride Diclomycin	Mood Stabilizers	30	452	13560	January	2021	Sheila Stones
39	KÅ³ty	Poland	49.8821	19.2233	Pharmacy	Institution	Ergomethate	Mood Stabilizers	1	604	604	January	2021	Steve Pepple

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READY

COUNT: 18



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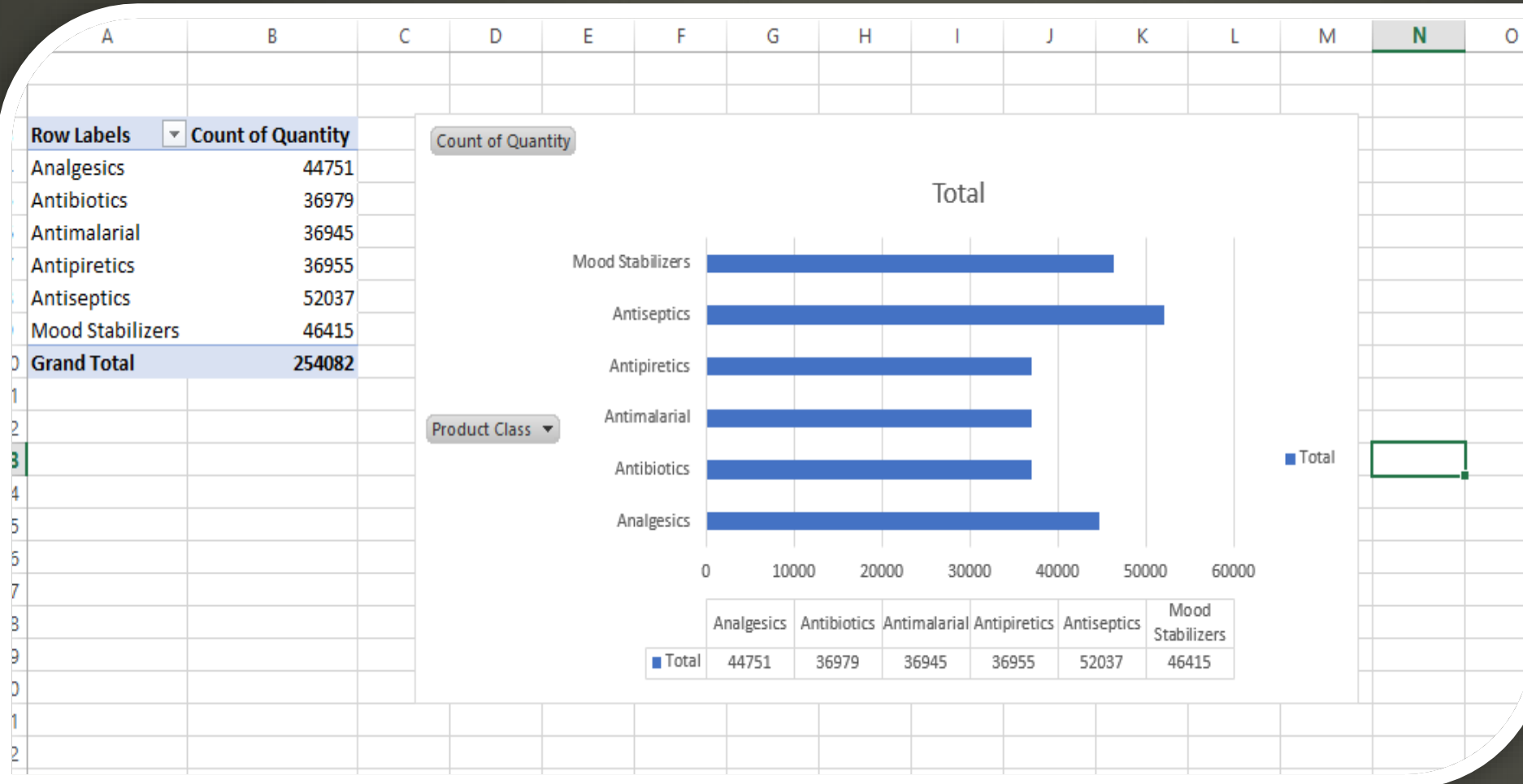
5. Simple Pivot Table: Create a pivot table to summarize total sales by "Channel."

3	Sum of Sales	Column Labels				
4	Row Labels	Government	Institution	Private	Retail	Grand Total
5	Hospital	3058241898		2522436879		5580678777
6	Pharmacy		2875218043		3343102408	6218320452
7	Grand Total	3058241898	2875218043	2522436879	3343102408	11798999228
8						
9						



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6. Basic Chart: Generate a bar chart to visualize the sales quantity by "Product Class."



7. VLOOKUP Function: Can you use the VLOOKUP function to find the "Manager" for a specific "Sales Rep"?



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Name of Sales Rep	Manager
Anne Wu	=VLOOKUP(C8,Pharma_data!P:R,2,FALSE)
Daniel Gates	A VLOOKUP(lookup_value, table_array, col_index_num, [range_lookup])
Steve Pepple	Tracy Banks
Abigail Thompson	Tracy Banks
Mary Gerrard	Britanny Bold
Thompson Crawford	James Goodwill
Abigail Thompson	Tracy Banks
Mary Gerrard	Britanny Bold
Jimmy Grey	Alisha Cordwell
Anne Wu	Britanny Bold
Jessica Smith	Britanny Bold
Jimmy Grey	Alisha Cordwell
Stella Given	Alisha Cordwell
Erica Jones	James Goodwill
Jessica Smith	Britanny Bold



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8. Data Validation: Set up data validation to allow only specific cities from a predefined list in the "City" column.

	C	D	E	F	G	H
	City	Country	Latitude	Longitude	Channel	Sub-channel
	Opole	Poland	51.2333	22.5667	Hospital	Private
	Krapkowice	Poland	53.4167	18.4333	Pharmacy	Retail
	Międzyrzec Podlaski	Poland	50.0833	18.5	Pharmacy	Institutional
	Zbąszewo	Poland	50.3333	19.0833	Hospital	Private
	Braniewo	Poland	53.78	20.4942	Pharmacy	Retail
	Gliwice	Poland	54.0333	22.5	Hospital	Private
	Cieszyn	Poland	52.7958	18.2611	Pharmacy	Retail
	Wschowa	Poland	52.8817	20.6106	Pharmacy	Retail
	Olecko	Poland	53.3583	20.425	Hospital	Private
	Inowrocław	Poland	50.0614	19.9372	Hospital	Private
	Ciechanów	Poland	51.95	14.7333	Hospital	Government
	Nidzica	Poland	52.8	21.9	Pharmacy	Institutional
	Kraków	Poland	51.4036	21.1567	Hospital	Private
	Gubin	Poland	54.3667	18.6333	Pharmacy	Retail
	Ostrów Mazowiecka	Poland	50.45	18.8667	Hospital	Private
	Radom	Poland	50.15	18.8333	Hospital	Private
	Gdańsk	Poland	52.8	17.2	Hospital	Private
	Tarnowskie Góry	Poland	51.1167	15.5833	Hospital	Private
	Łódź	Poland	51.1264	15.9198	Pharmacy	Institutional
	Wągrowiec	Poland	53.8647	20.9569	Pharmacy	Retail
	Lwówek Śląski	Poland	50.55	22.7333	Pharmacy	Institutional
	Złotoryja	Poland	53.8333	18.8333	Pharmacy	Retail
	Biskupiec	Poland	51.2667	15.5667	Pharmacy	Retail
	Biłgoraj	Poland				
	Gniew	Poland				
	Bolesławiec	Poland				

Data Validation

Settings | Input Message | Error Alert

Validation criteria

Allow: List ☒ Ignore blank

Data: between ☒ In-cell dropdown

Source: = \$C\$2:\$C\$100

☐ Apply these changes to all other cells with the same settings

Clear All OK Cancel



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9. Advanced Filtering: Apply a filter to show records where "Product Class" is either "Antibiotics" or "Antimalarial."

H	I	J	K	L	M	N	O
Sub-channel	Product Name	Product Class	Quantity	Price	Sales	Month	Year
Retail	Choriotrisin	Antibiotics	7	591	4137	January	2020
Institution	Acantaine	Antibiotics	30	66	1980	January	2020
Retail	Saprodeine Zaprolysyn	Antibiotics	5	215	1075	January	2020
Retail	Pitodomide	Antimalarial	35	24	840	January	2020
Institution	Tetratanyl	Antimalarial	3	511	1533	January	2020
Government	Dorzovorin Pentadarone	Antimalarial	6	164	984	January	2020
Private	Comzyme	Antibiotics	5	114	570	January	2020
Private	Choriotrisin	Antibiotics	4	591	2364	January	2020
Government	Methiclotide	Antibiotics	2	458	916	January	2020
Retail	Propratecan	Antimalarial	3	682	2046	January	2020
Private	Symbioban	Antibiotics	1	122	122	January	2020
Retail	Temasone Thiobucil	Antimalarial	8	482	3856	January	2020
Institution	Abobozolid	Antimalarial	10	75	750	January	2020
Institution	Sanctumine	Antimalarial	8	149	1192	January	2020
Government	Relenstrel Exurabine	Antibiotics	3	424	1272	January	2020
Government	Acantaine	Antibiotics	100	66	6600	January	2020
Institution	Temasone Thiobucil	Antimalarial	4	482	1928	January	2020
Retail	Cogxone Levanide	Antimalarial	10	686	6860	January	2020
Private	Finanel	Antimalarial	20	206	4120	January	2020
Retail	Pentastrin	Antibiotics	3	497	1491	January	2020
Retail	Amamadin	Antimalarial	35	713	24955	January	2020
Private	Amamadin	Antimalarial	4	713	2852	January	2020
Government	Acantaine	Antibiotics	60	66	3960	January	2020



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10. Sorting with Multiple Criteria: How would you sort the data first by "Country" in ascending order, and then by "Month" in descending order?

D		E	F
Country	Month	Latitude	
Germany	September	52.	
Germany	September		
Germany	September	48.	
Germany	September		
Germany	September		
Germany	September	48.	
Germany	September	48.	
Germany	September	50.	
Germany	September	53.	
Germany	September	50.	
Germany	September	51.	
Germany	September	49.	
Germany	September	52.	
Germany	September	48.	
Germany	September	51.	
Germany	September	52.	
Germany	September	48.	
Germany	September		
Germany	September		
Germany	September	52.	
Germany	September	51.	
Germany	September	50.	
Germany	September		



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11. Calculated Fields in Pivot Table: Add a calculated field in the pivot table to calculate the average price per unit sold

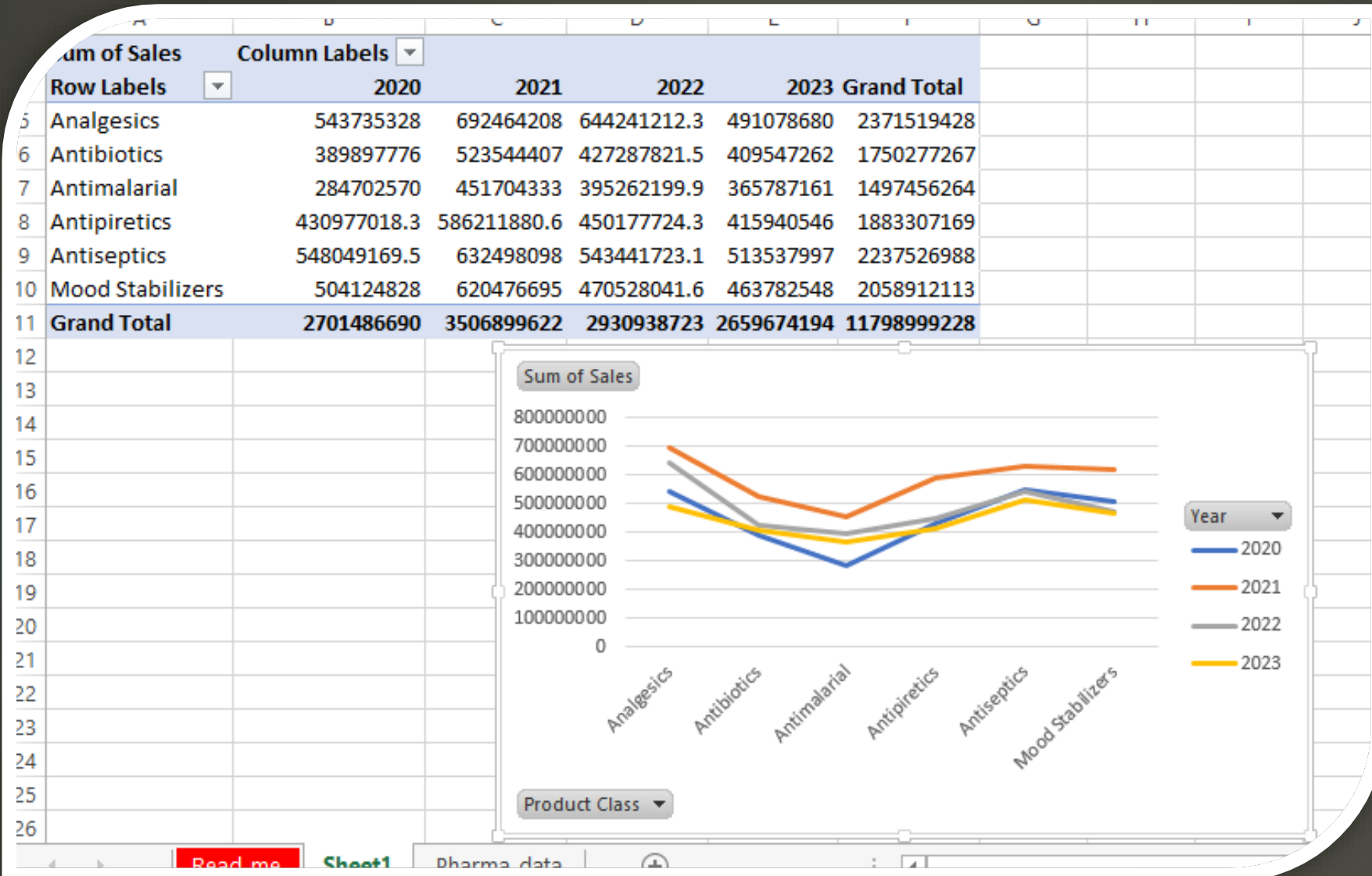
The screenshot displays an Excel spreadsheet with a PivotTable and the PivotTable Fields task pane. The PivotTable is located in the range A3:C26, with 'Row Labels' in column A, 'Sum of Quantity' in column B, and 'Average of Price' in column C. The data lists 26 pharmaceutical products with their respective quantities and average prices. The PivotTable Fields task pane on the right shows the 'Choose fields to add to report' section with 'Product Name', 'Quantity', and 'Price' selected. The 'Drag fields between areas below' section shows 'Product Name' in the ROWS area, 'Sum of Quant...' in the VALUES area, and 'Average of Pri...' in the VALUES area. The 'Defer Layout Update' checkbox is unchecked.

Row Labels	Sum of Quantity	Average of Price
4 Abatatriptan	101072	742
5 Abilovir Aprotasol	126938.4	269
6 Abobozolid	99018	75
7 Abranatal Lysoprosate	124196	681
8 Abtasol	113033	754
9 Acantaine	108808	66
10 Acelimus	116189	746
11 Aciprex	119109	421
12 Aclonuma	101606	474
13 Acubulin	122229	490
14 Acycnafine Microvate	143739	658
15 Acycpex	86707	510
16 Adalatamine	83624	794
17 Adideine	100130	678
18 Adrecetam Barazoxane	118116	24
19 Adriacaine	91668	361
20 Adriafinil Ehtymara	124266	535
21 Adtiza Gammaluble	115312	452
22 Afaxacin	147772	60
23 Afinitasol	120260	286
24 Afluferon Entrarenone	101148	104
25 Afretosine	102475	404
26 Agalsiline	143395	64

12. Advanced Charting: Create a line chart to show the trend of total sales over the years



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13. Nested IF Function: Use a nested IF function to categorize "Sales" into three categories: Low, Medium, and High.



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	I	J	K	L	M	N	O	P	Q	R	
	Sub-channel	Product Name	Product Class	Quantity	Price	Sales	Sales Category	Month	Year	Name of Sales Rep	Ma
2	Government	Diprotaine	Antiseptics	1000	318	318000	Medium	September	2020	Sheila Stones	Brit
3	Retail	Aspinavir Silovance	Antibiotics	20	549	10980	Low	September	2020	Sheila Stones	Brit
4	Government	Magnemunex	Antiseptics	60	689	41340	Low	September	2020	Abigail Thompson	Tra
5	Private	Thalilamide	Antibiotics	300	615	184500	Medium	September	2020	Morris Garcia	Tra
6	Private	Zynosine	Antimalarial	200	74	14800	Low	September	2020	Alan Ray	Jan
7	Institution	Methiclotide	Antibiotics	60	458	27480	Low	September	2020	Alan Ray	Jan
8	Retail	Claripenem	Antibiotics	20	448	8960	Low	September	2020	Thompson Crawford	Jan
9	Government	Aggrakine	Antiseptics	20	47	940	Low	September	2020	Sheila Stones	Brit
10	Institution	Topitaine	Mood Stabilizers	20	517	10340	Low	September	2020	Jimmy Grey	Alis
11	Private	Pazofenac	Mood Stabilizers	10	123	1230	Low	September	2020	Abigail Thompson	Tra
12	Retail	Afaxacin	Analgesics	10	60	600	Low	September	2020	Sheila Stones	Brit
13	Retail	Victomine	Antimalarial	10	705	7050	Low	September	2020	Jessica Smith	Brit
14	Private	Ketamara Evogel	Antipiretics	100	704	70400	Low	September	2020	Erica Jones	Jan
15	Retail	Ranediol	Antibiotics	504	401	202104	Medium	September	2020	Daniel Gates	Alis
16	Private	Zarostrol	Antipiretics	100	141	14100	Low	September	2020	Steve Pepple	Tra
17	Institution	Novakyn Tracprox	Antiseptics	21	288	6048	Low	September	2020	Erica Jones	Jan
18	Government	Rositroban	Mood Stabilizers	45	481	21645	Low	September	2020	Daniel Gates	Alis
19	Government	Primate Univatol	Mood Stabilizers	45	172	7740	Low	September	2020	Morris Garcia	Tra
20	Government	Abatatriptan	Antibiotics	30	742	22260	Low	September	2020	Abigail Thompson	Tra
21	Institution	Symbitrim	Analgesics	30	536	8040	Low	September	2020	Stella Given	Alis
22	Retail	Lioletine Refliruvax	Analgesics	30	435	13050	Low	September	2020	Abigail Thompson	Tra
23	Government	Cephovelam	Mood Stabilizers	30	542	16260	Low	September	2020	Daniel Gates	Alis
24	Government	Diprotaine	Antiseptics	30	318	3180	Low	September	2020	Alan Ray	Jan

14. Data Validation with Dropdown Lists: Create dropdown lists for "Product Class" and "Sub-channel" in the data entry cells.



K

Product Class
Antiseptics
Antibiotics
Antiseptics
Antibiotics
Antimalarial
Antibiotics
Antibiotics
Antiseptics
Antibiotics
Antibiotics
Antiseptics
Mood Stabilizers
Mood Stabilizers
Analgesics

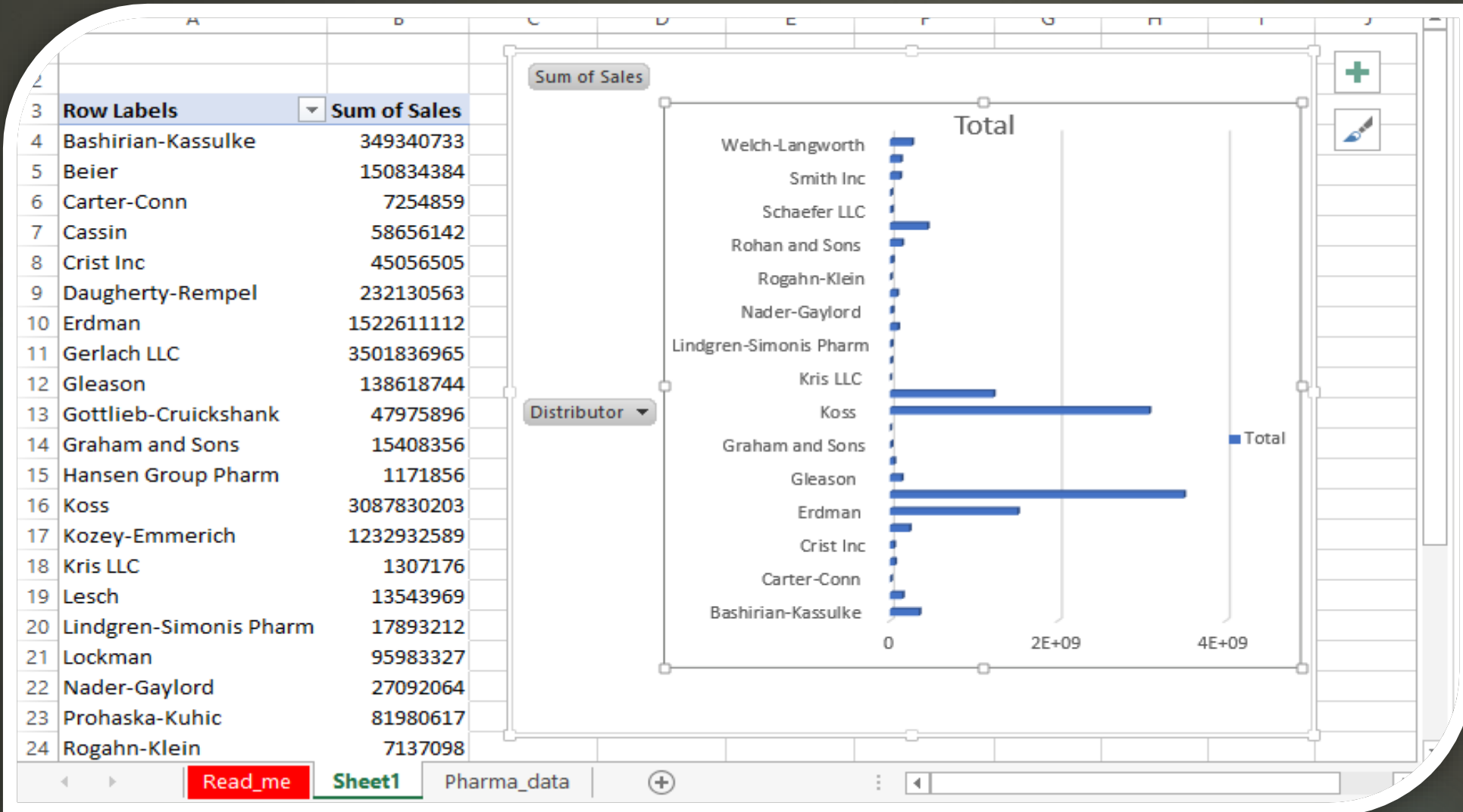
I

Sub-channel
Government
Retail
Government
Private
Private
Institution
Retail
Government
Institution
Retail
Government
Institution
Private
Retail
Retail
Private
Retail
Private
Institution
Government
Government



PSYLIQ

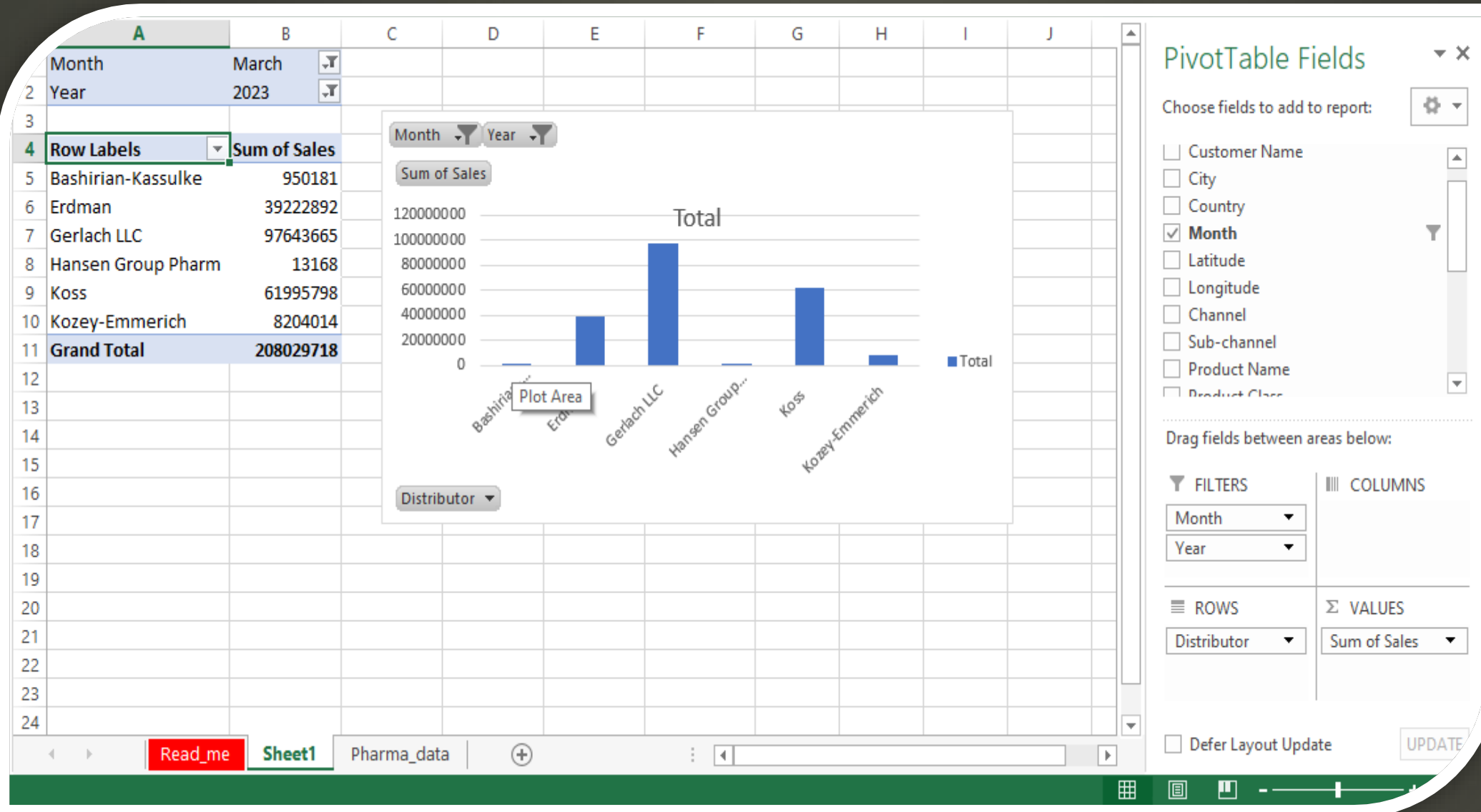
15. Pivot Chart: Turn the pivot table created earlier into a pivot chart to visualize sales by "Distributor."



16. Pivot Table Slicers: Add slicers to the pivot table to allow easy filtering by "Month" and "Year."



PSYLIQ



17. Lookup Functions: Use INDEX and MATCH functions to find the "Sales Rep" for a specific "Customer Name."



PSYLIQ

Customer Name	Name of Sales Rep
Turner Ltd Pharmacy	=VLOOKUP(D6,Pharma_data!B:Q,16,FALSE)
Cassin PLC Pharmaceutical Limited	S VLOOKUP(lookup_value, table_array, col_index_num,
Graham and Sons Pharm	Abigail Thompson
Wintheiser, Breitenberg and Gottlieb	Morris Garcia
Bashirian-Kassulke Pharmacy	Alan Ray
Veum and Sons Pharmaceutical Limited	Alan Ray
Kuphal, Herzog and Purdy Pharmaceutical Limited	Thompson Crawford
Kutch-Marks Pharma Plc	Sheila Stones
Barrows, Zboncak and Reichert Pharm	Jimmy Grey
Senger-Kirlin Pharmaceutical Ltd	Abigail Thompson
Turner Ltd Pharmacy	Sheila Stones
Fritsch-Hauck Pharmaceutical Ltd	Jessica Smith
Mras Group Pharma Plc	Erica Jones



PSYLIQ

18. Advanced Conditional Formatting: Apply a custom conditional format to highlight the top 10% of sales values with a distinct color.

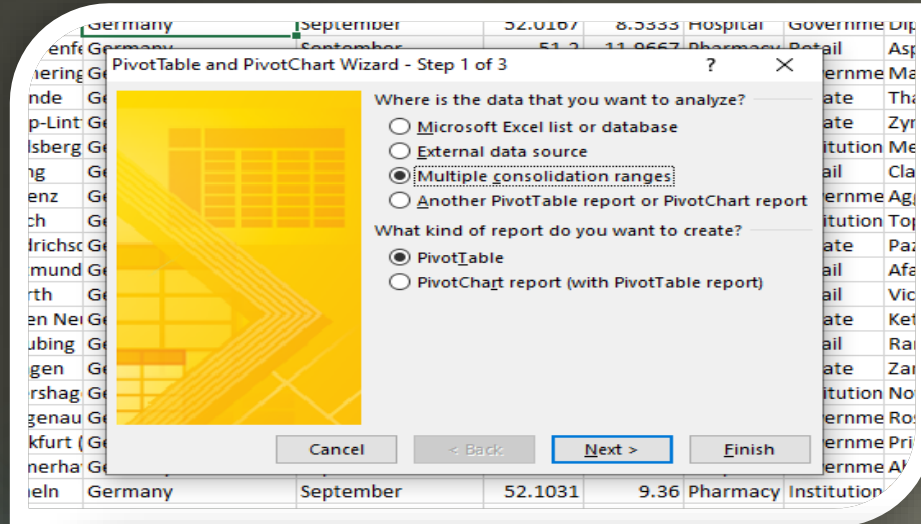
J	K	L	M	N	O
Product Name	Product Class	Quantity	Price	Sales	Sales Category
Lacoplex Hyaluvance	Mood Stabilizers	30	334	40080	Low
Insozyme	Antiseptics	30	655	65500	Low
Secrelazine Insonamic	Antipiretics	30	694	138800	Medium
Trazobalamin	Mood Stabilizers	30	762	76200	Low
Tetratanyl	Antimalarial	30	511	102200	Medium
Immurenol Temarate	Antipiretics	30	303	118776	Medium
Pulmogen Alitora	Antiseptics	30	647	129400	Medium
Lioletine Refliruvax	Analgesics	30	435	4350	Low
Robapril	Antipiretics	30	453	4530	Low
Choriotrisin	Antibiotics	30	591	11820	Low
Tetalamide	Antibiotics	30	430	6450	Low
Victomax	Analgesics	30	623	62300	Low
Lansostrat Acgestin	Antiseptics	30	627	125400	Medium
Kinerinex	Antiseptics	30	647	25880	Low
Ranediol	Antibiotics	30	401	20451	Low
Aspinavir Silovance	Antibiotics	30	549	109800	Medium
Alarudin Azarolac	Mood Stabilizers	30	567	43092	Low
Thionide	Analgesics	30	113	226	Low
Novakyn Tracprox	Antiseptics	30	288	5760	Low
Aldevac	Analgesics	30	26	52	Low
Abtasol	Antiseptics	30	754	754	Low
Dexmeprazole Transnuvia	Mood Stabilizers	30	180	540	Low
Malavirine Alimdine	Mood Stabilizers	30	767	9971	Low



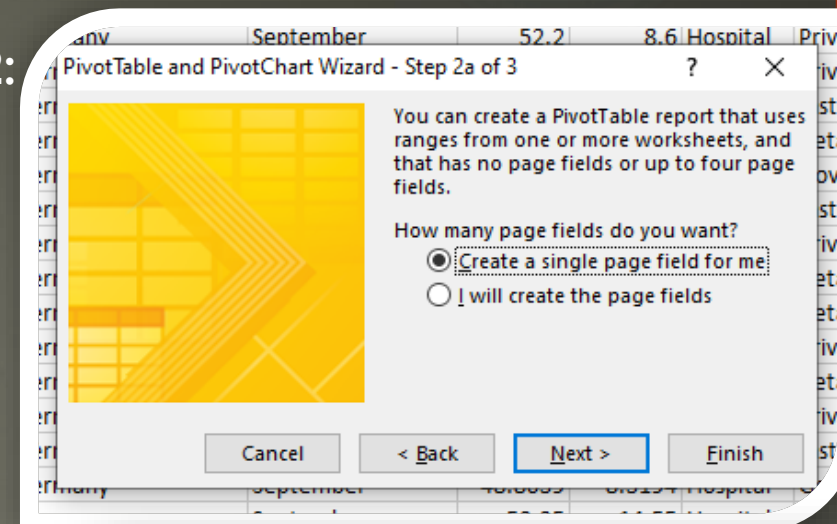
PSYLIQ

19. Data Consolidation: Consolidate data from multiple files into a single master file and create a pivot table to summarize the combined data.

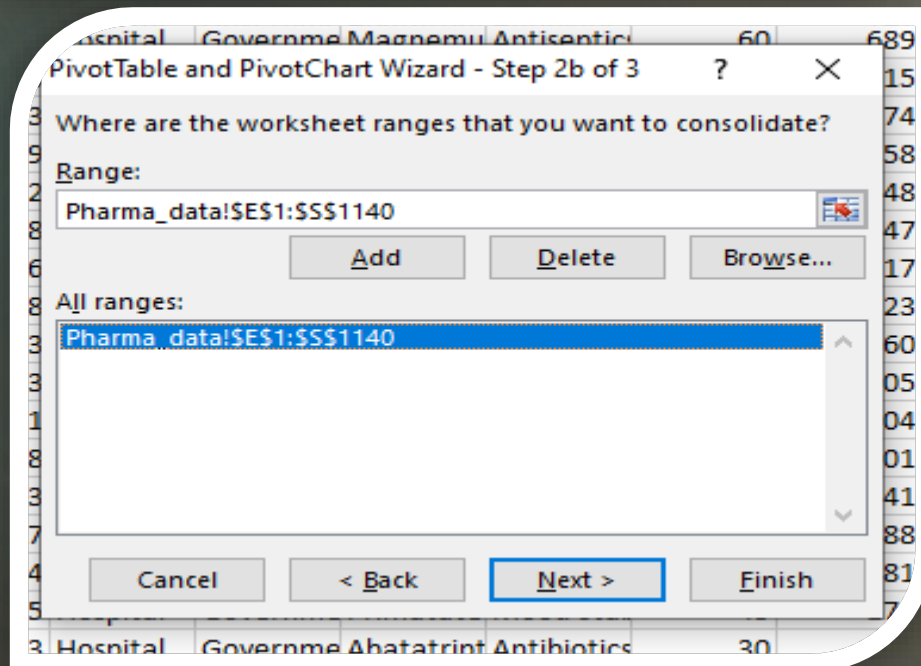
STEP1:



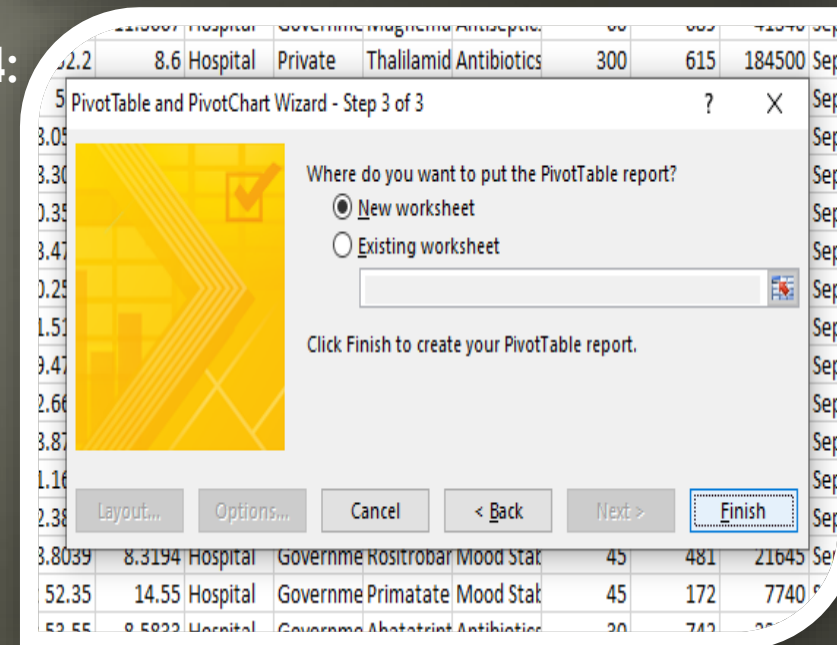
STEP2:



STEP3:



STEP4:



Count of Value

Column Labels

Row Labels

Channel

City

Country

Durgan-Rice Pharmaceutical Ltd

Latitude

Longitude

Manager

Month

Name o

Erdman	246	246	246	246	246	246	246	492
Gerlach LLC	670	670	670	670	670	670	670	1340
Koss	382	382	382	382	382	382	382	764
Kozey-Emmerich	6	6	6	6	6	6	6	12
Romaguera-Fay	1	1	1	1	1	1	1	2
Grand Total	1305	1305	1305	1305	1305	1305	1305	2610

PivotTable Fields

Choose fields to add to report:

☒ Row

☒ Column

☒ Value

☒ Page1

MORE TABLES...

Drag fields between areas below:

FILTERS

Page1

COLUMNS

Column

ROWS

Row

VALUES

Count of Value

Defer Layout Update

UPDATE

Read_me

Sheet3

Sheet5

Sheet6

Pharma_d: ...

STEP5:



STEP6:

Row	Column	Value	Page1
Kozey-Emmerich	Durgan-Rice Pharmaceutical Ltd	Crist, Wisoky and Nolan Pharm	Item1
Kozey-Emmerich	City	Bielefeld	Item1
Kozey-Emmerich	Country	Germany	Item1
Kozey-Emmerich	Month	September	Item1
Kozey-Emmerich	Latitude	52.0167	Item1
Kozey-Emmerich	Longitude	8.5333	Item1
Kozey-Emmerich	Channel	Hospital	Item1
Kozey-Emmerich	Sub-channel	Government	Item1
Kozey-Emmerich	Product Name	Diprotaine	Item1
Kozey-Emmerich	Product Class	Antiseptics	Item1
Kozey-Emmerich	Quantity	1000	Item1
Kozey-Emmerich	Price	318	Item1
Kozey-Emmerich	Sales+W:WN:S	318000	Item1
Kozey-Emmerich	Month	September	Item1
Kozey-Emmerich	Year	2020	Item1
Kozey-Emmerich	Name of Sales Rep	Sheila Stones	Item1
Kozey-Emmerich	Manager	Britanny Bold	Item1
Kozey-Emmerich	Sales Team	Delta	Item1
Kozey-Emmerich	Durgan-Rice Pharmaceutical Ltd	Cassin PLC Pharmaceutical Limited	Item1

20. Scenario Manager: Use the Scenario Manager to compare different scenarios for future sales by changing variables like "Price" and "Quantity."



1	2	A	B	C	D	E	F	G	H	I	J
1											
2											
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21											
22											
23											

Scenario Summary

Current Values: Base Scenario

Changing Cells:

	Price	Price
\$M\$1		
\$M\$2	318	318
\$M\$3	549	549
\$M\$4	689	689
\$M\$5	615	615
\$M\$6	74	74
\$M\$7	458	458
\$M\$8	448	448
\$M\$9	47	47
\$M\$10	517	517
\$M\$11	123	123
\$M\$12	60	60
\$M\$13	705	705
\$M\$14	704	704
\$M\$15	401	401
\$L\$1	Quantity	Quantity
\$L\$2	1000	1000
\$L\$3	20	20

Read_me

Sheet1

Scenario Summary

Pharma_data